



Srei Infrastructure Finance Limited
Result Update Q3FY11



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Key Highlights

Nine Months Ended 31st Dec '10 vis-à-vis 31st Dec '09



Business Highlights

- Group disbursement increased by 59% to ₹ 98,136 mn
- Equipment financing business increased by 92% to ₹ 74,842 mn
- Project financing division recorded a business of ₹ 23,294 mn , increasing by 3%

Balance Sheet

- Group Asset under Management rose 32% to ₹ 160, 110 mn from ₹ 121,615 mn
- Net Worth up by 15% to ₹ 14,399 mn from ₹ 12,497 mn
- Outstanding borrowings increased by 40% to ₹ 83,238 mn

Profitability

- Total income rose 51% to ₹ 10,075 mn from ₹ 6,687 mn
- Profit after Tax (after minority) up by 50% to ₹ 1,650 mn from ₹ 1,097 mn
- NII increased by 38% to ₹ 3,173 mn
- Forex Gain of ₹ 118 mn

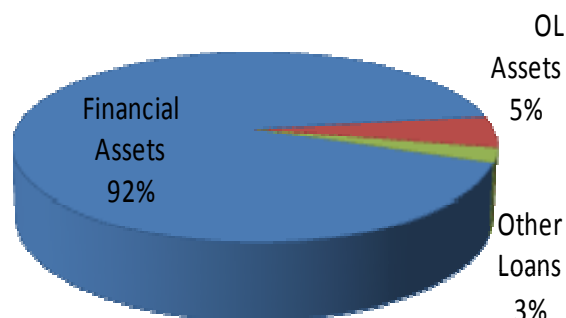
Portfolio Analysis

- Interest earning portfolio increased by 29% to ₹ 80,615 mn
- Portfolio investment now stands at ₹ 6,796 mn
- NPA on consolidated basis moved up to 0.42% from 0.38% in previous quarter

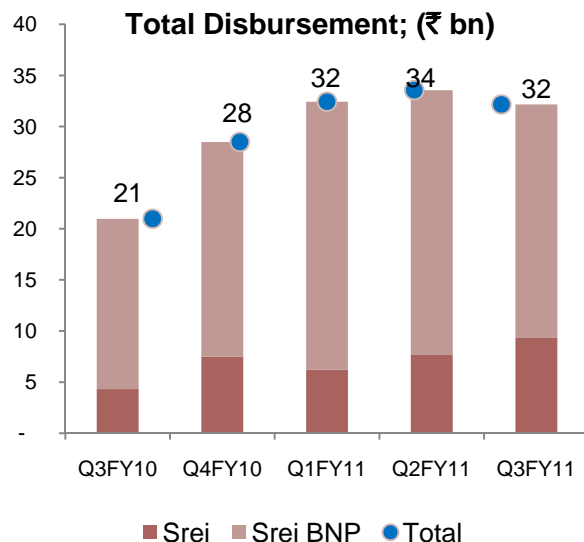
Consolidated Balance Sheet Overview



Composition of Loan Portfolio



Total Disbursement; (₹ bn)



Balance Sheet Details (₹ mn)	Q3 FY11	Q3 FY10	Q2 FY11	Variance	
				Y-o-Y	Q-o-Q
Net Worth	14,399	12,497	13,990	15%	3%
Minority Interest	282	223	219	26%	29%
Borrowings	83,238	59,278	76,722	40%	8%
Def. Tax Liability	1,077	557	1,002	93%	7%
Interest Earning Assets	80,615	62,367	74,337	29%	8%
Financial Assets	74,243	57,288	68,221	30%	9%
OL Assets (net)	4,367	2,616	4,325	67%	1%
Other Loans	2,005	2,463	1,792	-19%	12%
Other Fixed Assets	1,825	505	1,837	261%	-1%
Investments	7,178	6,709	7,022	7%	2%
Net Current Assets	9,377	2,974	8,736	215%	7%

Group Numbers at a Glance (Q3FY11 vis-à-vis Q3FY10)

- **Disbursement** - ₹ 32,155 mn (61%)
- **Asset under Management** - ₹ 160,110 mn (32%)
- **Securitised Assets** - ₹ 14,135 mn (3%)

Consolidated Income Statement



Income Statements Details (₹ mn)	Q3 FY11	Q3 FY10	Q2 FY11	Variance	
				Y-o-Y	Q-o-Q
Income from finance activities	2,850	2382	2990	20%	-5%
Income from equip. financing	1,382	1,053	1,360	31%	2%
Income from project financing	1,138	1,045	1,587	9%	-28%
Others	331	285	44	16%	660%
Finance charges	1,957	1,364	1,654	44%	18%
NII	893	1,019	1,336	-12%	-33%
Non Interest income					
Income from Fee Based Activities	237	83	239	186%	-1%
Income from CSCs	152	31	151	399%	1%
Income from Investments	3	34	3	-92%	-24%
Others	34	46	74	-26%	-54%
Net Income	1,320	1,212	1,803	9%	-27%
Operating Expenditure	602	461	625	31%	-4%
Provisions	101	72	59	41%	72%
PBT	617	679	1,120	-9%	-45%
Tax	208	226	384	-8%	-46%
PAT(before Minority)	409	453	736	-10%	-44%

Note:

PBT decreased by 45% Q-o-Q due to maturity of large high yield portfolio and high forex M2M gain in the previous quarter

Consolidated Performance Indicators



Ratio	Q3 FY11	Q3 FY10	Q2 FY11
Operating Ratios			
Yield on Avg. Funds	15.10%	14.54%	15.98%
NIM	5.43%	4.87%	6.30%
Leverage	5.73	4.70	5.43
Gross NPA (As per FLI)	0.93%	1.24%	0.91%
Net NPA (As per FLI)	0.42%	0.34%	0.38%
Profitability Ratios			
Net Profit Margin	15.89%	16.38%	17.53%
Return on Avg. Net Worth	25.13%	19.87%	28.46%
Return on Avg. Assets	2.33%	2.23%	2.71%
Return on Avg. Capital Employed	11.93%	11.00%	12.55%
EPS (₹) (Annualised)	18.95	12.59	21.50
Book Value (₹)	123.98	107.60	120.45

Srei Infrastructure Finance Limited (Standalone)

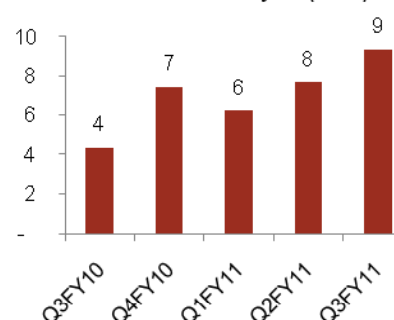
Balance Sheet Overview



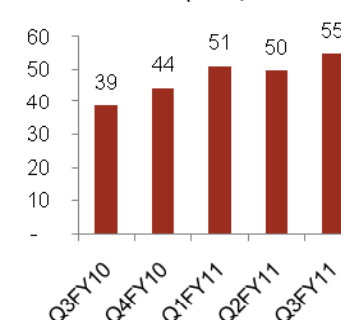
Balance Sheet Details (₹ mn)	Q3 FY11	Q3 FY10	Q2 FY11	Variance (%)	
				Y-o-Y	Q-o-Q
Gross Disbursement	9,373	4,314	7,696	117%	22%
Securitised Assets	-	-	-	-	-
Asset Under Management (incl. securitised)	54,772	38,895	49,758	41%	10%
Net Worth	9,082	7,750	8,850	17%	3%
Borrowings	44,144	30,410	39,669	45%	11%
Def. Tax Liability	643	203	574	217%	12%
Interest Earning Assets					
Financial Assets	35,368	27,902	30,900	27%	14%
OL Assets (net)	2,344	809	2,399	190%	-2%
Interest bearing assets	653	664	675	-2%	-3%
Other Fixed Assets (net)	1,279	34	1,277	3641%	0%
Investments	7,731	7,072	7,576	9%	2%
Net Current Assets	6,493	1,882	6,266	245%	4%

Key Indicators	Q3 FY11	Q3 FY10	Q2 FY11
Return on Avg. Net Worth	18.54%	14.53%	22.67%
Return on Avg. Assets	3.17%	3.58%	4.03%
Return on Avg. Capital Empl.	13.04%	11.71%	14.58%
EPS (₹) (Annualised)	13.56	9.20	16.35
Book Value (₹)	78.19	66.72	76.20

Business Trend Analysis (₹ bn)



AuM (₹ bn)



Key Highlights

- Disbursement during the quarter sharply increased by 117% to ₹ 9,373 mn
- Net Worth increased by 17% to ₹ 9,082 mn from ₹ 7,750 mn
- Outstanding borrowings increased by 45% to ₹ 44,144 mn from ₹ 30,410 mn from the corresponding period last year
- EPS (Annualised) without considering the impact of amalgamation stands at 13.56 against 9.20 in the corresponding period last year

Srei Infrastructure Finance Limited (Standalone) Income Statement Highlights

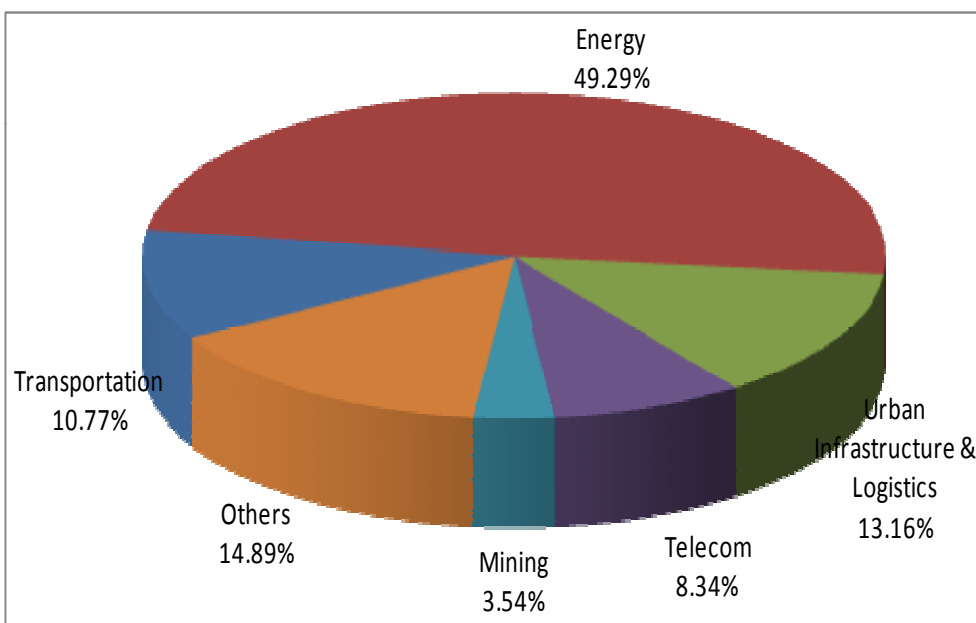


Income Statements Details (` mn)	Q3 FY11	Q3 FY10	Q2 FY11	Variance (%)	
				Y-o-Y	Q-o-Q
Income from finance activities (net of OL Dep.)	1,299	1,140	1,587	14%	-18%
Finance charges	1,028	685	916	50%	12%
NII	272	454	671	-40%	-59%
Fee Based Income	214	58	220	269%	-3%
Other Income	49	51	35	-3%	42%
Net Income	535	563	925	-5%	-42%
Operating Expenditure	187	135	169	39%	11%
Provisions & Bad Debts	-	-	-	-	-
PBT	348	428	756	-19%	-54%
Tax	116	143	248	100%	-53%
PAT	232	285	508	-19%	-54%
Key Indicators	Q3 FY11	Q3 FY10	Q2 FY11		
Yield on Avg. Funds	16.19%	16.95%	18.26%		
NIM	6.25%	7.52%	7.93%		
CAR	20.39%	18.92%	20.96%		
Leverage	4.86	3.92	4.48		
Gross NPA (As per FLI)	-	-	-		
Net NPA (As per FLI)	-	-	-		

Srei Infrastructure Finance Limited (Standalone) Portfolio Analysis



Sectoral Break up



Portfolio (As 31st December 2010)

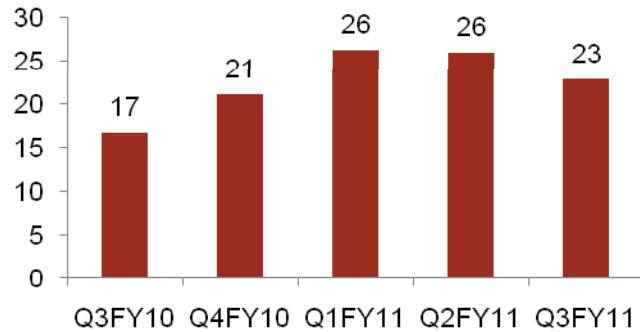
Amount in ₹ mn

Transportation	4,063
Energy	18,589
Urban Infrastructure & Logistics	4,965
Telecom	3,145
Mining	1,337
Others	5,613
Grand Total	37,712

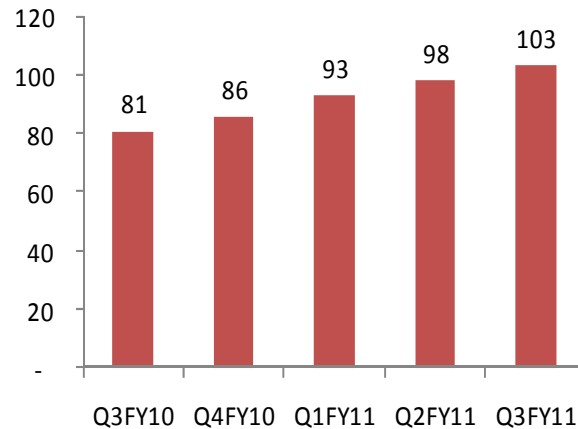
Srei BNP Joint Venture Balance Sheet Overview



Business Trend Analysis (₹ bn)



Asset under Management (₹ bn)



Balance Sheet Details (₹ mn)	Q3 FY11	Q3 FY10	Q2 FY11	Variance (%)	
				Y-o-Y	Q-o-Q
Gross Disbursement	22,783	15,690	25,851	45%	-12%
Securitized Assets	14,135	13,690	12,807	3%	10%
Asset Under Management (incl. securitised)	103,374	80,749	97,896	28%	6%
Net Worth	10,760	9,360	10,449	15%	3%
Borrowings	75,239	54,959	71,715	37%	5%
Def. Tax Liability	859	725	849	18%	1%
Interest Earning Assets					
Financial Assets	76,639	57,193	73,588	34%	4%
OL Assets (net)	4,046	3,615	3,851	12%	5%
Interest bearing assets	2,626	3,376	2,184	-22%	20%
Other Fixed Assets (net)	256	297	262	-14%	-2%
Investments	25	25	25	0%	0%
Net Current Assets	3,266	538	3,104	508%	5%
Key Indicators					
	Q3 FY11	Q3 FY10	Q2 FY11		
Return on Avg. Net Worth	13.98%	8.43%	15.36%		
Return on Avg. Assets	1.51%	0.95%	1.68%		
Return on Avg. Capital Emp. (ROCE)	10.94%	10.48%	10.81%		
EPS (₹) (Annualised)	28.55	15.33	30.88		
Book Value (₹)	215.19	187.20	208.98		

Srei BNP Joint Venture Income Statement Highlights



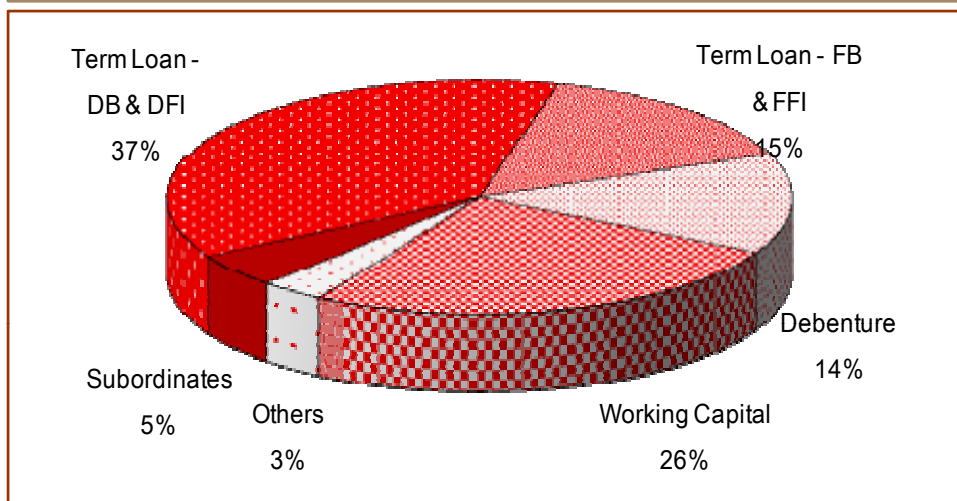
Income Statements Details (₹ mn)	Q3 FY11	Q3 FY10	Q2 FY11	Variance (%)	
				Y-o-Y	Q-o-Q
Income from finance activities (net of OL Dep.)	2,764	2,105	2,720	31%	2%
Finance charges	1,775	1,259	1,423	41%	25%
NII	989	846	1,297	17%	-24%
Other Income	9	7	8	31%	13%
Net Income	998	853	1,304	17%	-24%
Operating Expenditure	368	277	436	33%	-16%
Provisions & Bad Debts	166	166	120	0%	38%
PBT	464	409	749	13%	-38%
Tax	166	150	263	10%	-37%
PAT	299	259	486	15%	-39%

Key Indicators	Q3 FY11	Q3 FY10	Q2 FY11
Yield on Avg. Funds	14.56%	13.54%	14.42%
NIM	5.24%	3.56%	5.58%
CAR	15.35%	15.53%	15.60%
Leverage	6.96	5.82	6.82
Gross NPA (As per FLI)	2.11%	2.76%	2.01%
Net NPA (As per FLI)	1.14%	0.92%	1.00%

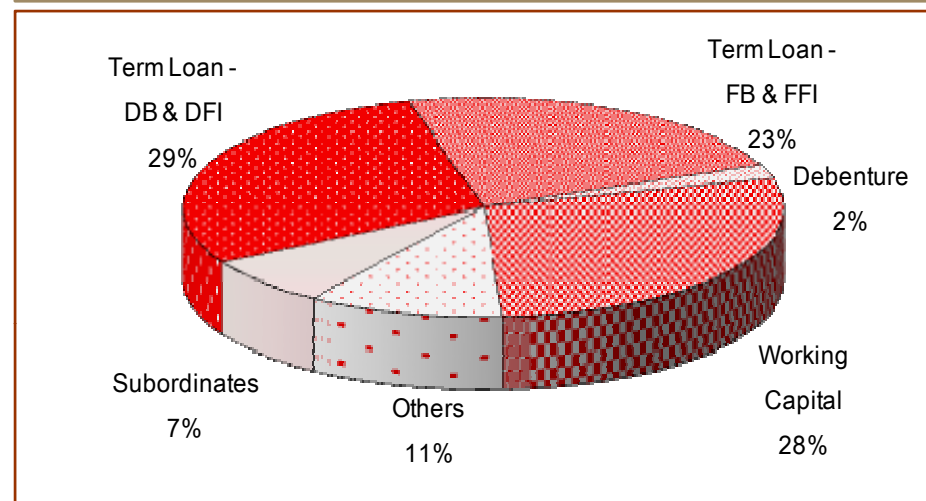
Borrowing Analysis



Borrowing Analysis –Srei BNP



Borrowing Analysis -Srei

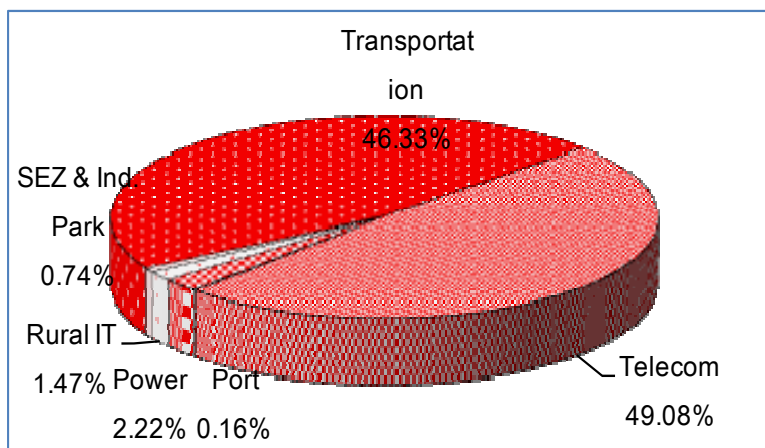


(Fig in ₹ Mn)

Borrowing Break down as on 31.12.2010

	Srei BNP	Srei
Foreign -		
Secured	11,059	10,000
Unsecured	224	-
Domestic -		
Subordinates Bonds	3,620	3,132
Term Loan from Banks/DFI	28,132	12,938
Cash Credit from Banks	19,411	12,463
Debenture MF	10,302	930
Others	2,490	4,665
Public Deposit	-	17
Total	75,239	44,144

Portfolio Investment



Key Portfolio

Transportation

- 13 Road Projects – Project Cost of ₹ 130 bn
- Existing portfolio of over 1000 kms across India

Telecom Infrastructure

- Pan India presence with over 40,000 towers
- Industry leading 2.20X diversified mix of tenancies

Power

- One of the oldest power utility companies in India
- Installed capacity of 77 MW of thermal & Wind Power and distribution capacity of 220 MVA

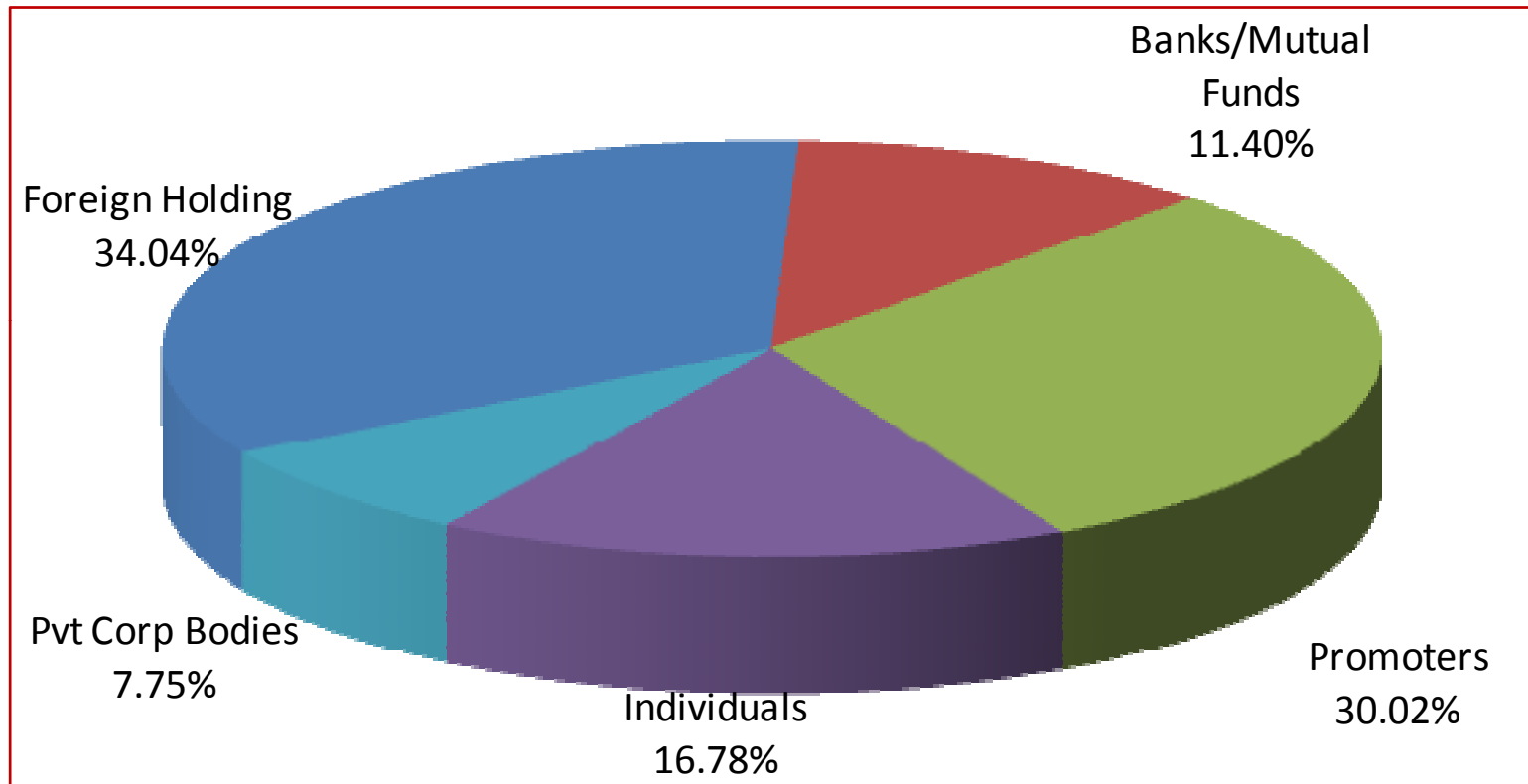
Rural IT

- Mandate for over 28,000 CSCs in six states of India
- Cumulative roll out of over 22,342 till December'10

SECTOR	₹ mn
Portfolio Investments*	6,796
Key Portfolio Investments	
Transportation	2,954
Passive Infrastructure - Telecom	3,336
Power	151
Rural Infrastructure	100

* Investments held directly or through funds

Shareholding Pattern



As on 31st December 2010

Thank You



For any further queries please contact:

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